A8920-2

# POTASH & PHOSPHATE INSTITUTE
## POTASH REPORT SUMMARY
## (Short Tons K2O)

PR 1189
JANUARY 11, 1990

### NOVEMBER

| | CANADIAN PRODUCERS 1989 | 1988 | Change % | UNITED STATES PRODUCERS 1989 | 1988 | Change % | TOTAL CANADIAN & U.S. PRODUCERS 1989 | 1988 | Change % |
|---|---|---|---|---|---|---|---|---|---|
| Beginning Inventory | 1,841,517 | 1,439,856 | 27.9% | 300,208 | 196,372 | 52.9% | 2,141,725 | 1,636,228 | 30.9% |
| (+) Production | 737,385 | 801,552 | -8.0% | 155,191 | 157,573 | -1.5% | 892,576 | 959,125 | -6.9% |
| (-) Ending Inventory | 2,071,183 | 1,532,189 | 35.2% | 319,997 | 242,152 | 32.1% | 2,391,180 | 1,774,341 | 34.8% |
| (=) Total Disappearance | 507,719 | 709,219 | -28.4% | 135,402 | 111,793 | 21.1% | 643,121 | 821,012 | -21.7% |
| (-) Exports | 172,364 | 348,108 | -50.5% | 38,320 | 27,213 | 40.8% | 210,684 | 375,321 | -43.9% |
| (=) Disappearance-Canada & United States | 335,355 | 361,111 | -7.1% | 97,082 | 84,580 | 14.8% | 432,437 | 445,691 | -3.0% |

### FIVE MONTHS (JULY-NOVEMBER) OF THE FERTILIZER YEAR

| | CANADIAN PRODUCERS 1989/90 | '88/89 | Change % | UNITED STATES PRODUCERS 1989/90 | '88/89 | Change % | TOTAL CANADIAN & U.S. PRODUCERS 1989/90 | '88/89 | Change % |
|---|---|---|---|---|---|---|---|---|---|
| Beginning Inventory | 2,010,651 | 1,306,920 | 53.8% | 221,730 | 160,093 | 38.5% | 2,232,381 | 1,467,013 | 52.2% |
| (+) Production | 2,859,593 | 3,522,760 | -18.8% | 756,630 | 656,717 | 15.2% | 3,616,223 | 4,179,477 | -13.5% |
| (-) Ending Inventory | 2,071,183 | 1,532,189 | 35.2% | 319,997 | 242,152 | 32.1% | 2,391,180 | 1,774,341 | 34.8% |
| (=) Total Disappearance | 2,799,061 | 3,297,491 | -15.1% | 658,363 | 574,658 | 14.6% | 3,457,424 | 3,872,149 | -10.7% |
| (-) Exports | 1,125,895 | 1,653,876 | -31.9% | 214,989 | 202,146 | 6.4% | 1,340,884 | 1,856,022 | -27.6% |
| (=) Disappearance-Canada & United States | 1,673,166 | 1,643,615 | 1.8% | 443,374 | 372,512 | 19.0% | 2,116,540 | 2,016,127 | 5.0% |

### MONTH-END INVENTORIES - CANADIAN AND U.S. PRODUCERS
(000's Short Tons K2O)

| | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| FY 1989/90 | 2,232 | 1,748 | 2,002 | 2,142 | 2,391 | | | | | | | |
| FY 1988/89 | 1,406 | 1,261 | 1,491 | 1,636 | 1,774 | 1,760 | 1,981 | 2,235 | 2,367 | 2,149 | 2,075 | 2,232 |

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

NOVEMBER 1989

| | PRODUCTION | | | ENDING INVENTORY November 30 | | | | DISAPPEARANCE | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1989 | NOV | 1988 | MINE SITE | OFFSITE | 1989 | 1988 | 1989 | NOV | 1988 |
| MURIATE | | | | | | | | | | |
| Special Standard | 9,358 | | 22,221 | 13,765 | 14,014 | 27,779 | 35,423 | 20,972 | | 21,342 |
| Standard | 261,708 | | 368,088 | 556,350 | 172,871 | 729,221 | 439,742 | 153,392 | | 313,636 |
| Chemical | 6,867 | | 9,997 | 4,907 | 3,002 | 7,909 | 7,186 | 6,616 | | 10,366 |
| Coarse | 243,279 | | 245,666 | 257,253 | 437,625 | 694,878 | 615,688 | 163,172 | | 205,577 |
| Granular | 280,734 | | 224,181 | 410,875 | 276,941 | 687,816 | 478,694 | 203,372 | | 192,859 |
| Soluble | 61,482 | | 66,722 | 80,073 | 73,817 | 153,890 | 135,997 | 61,109 | | 61,439 |
| Sulphates | 29,148 | | 22,250 | 74,094 | 15,593 | 89,687 | 61,611 | 34,488 | | 15,793 |
| TOTAL: | 892,576 | | 959,125 | 1,397,317 | 993,863 | 2,391,180 | 1,774,341 | 643,121 | | 821,012 |

| | AGRICULTURAL SALES | | | | | | NON-AGRICULTURAL SALES | | | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | | EXPORTS | | | U.S. & CANADA | | | EXPORTS | | | NOVEMBER | |
| | 1989 | NOV | 1988 | 1989 | NOV | 1988 | 1989 | NOV | 1988 | 1989 | NOV | 1988 | 1989 | 1988 |
| MURIATE | | | | | | | | | | | | | | |
| Special Std | 15 | | - | 20,495 | | 21,180 | - | | - | - | | - | 20,510 | 21,180 |
| Standard | 30,738 | | 23,029 | 105,993 | | 277,206 | 27,513 | | 23,838 | 220 | | 1 | 164,464 | 324,074 |
| Chemical | - | | - | - | | - | 6,000 | | 6,760 | 699 | | 728 | 6,699 | 7,488 |
| Coarse | 165,388 | | 196,631 | 13,835 | | 14,009 | - | | - | - | | - | 179,223 | 210,640 |
| Granular | 140,624 | | 147,065 | 24,902 | | 30,029 | - | | - | - | | - | 165,526 | 177,094 |
| Soluble | 16,131 | | 24,764 | 7,027 | | 18,711 | 9,785 | | 10,363 | 20,135 | | 11,521 | 53,078 | 65,359 |
| Sulphates | 17,161 | | 13,783 | 17,378 | | 1,936 | 589 | | 578 | - | | - | 35,128 | 16,297 |
| TOTAL: | 370,057 | | 405,272 | 189,630 | | 363,071 | 43,887 | | 41,539 | 21,054 | | 12,250 | 624,628 | 822,132 |

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

NOVEMBER 1989

| | PRODUCTION | | | ENDING INVENTORY November 30 | | | | DISAPPEARANCE | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1989 | NOV | 1988 | MINE SITE | OFFSITE | 1989 | 1988 | 1989 | NOV | 1988 |
| MURIATE | | | | | | | | | | |
| Special Standard | 9,358 | | 22,221 | 13,765 | 14,014 | 27,779 | 35,423 | 20,972 | | 21,342 |
| Standard | 222,939 | | 301,912 | 477,236 | 172,954 | 650,190 | 345,052 | 111,289 | | 267,707 |
| Chemical | 5,461 | | 8,326 | 3,412 | 3,002 | 6,414 | 5,409 | 5,672 | | 9,510 |
| Coarse | 229,669 | | 232,658 | 234,391 | 437,625 | 672,016 | 396,679 | 151,542 | | 193,741 |
| Granular | 209,661 | | 172,522 | 300,427 | 268,654 | 569,081 | 420,626 | 158,865 | | 158,863 |
| Soluble | 60,297 | | 63,913 | 71,886 | 73,817 | 145,703 | 129,000 | 59,379 | | 58,056 |
| TOTAL: | 737,385 | | 801,552 | 1,101,117 | 970,066 | 2,071,183 | 1,532,189 | 507,719 | | 709,219 |

| | AGRICULTURAL SALES | | | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | | EXPORTS | | | U.S. & CANADA | | EXPORTS | | NOVEMBER | |
| | 1989 | NOV | 1988 | 1989 | NOV | 1988 | 1989 | NOV 1988 | 1989 | NOV 1988 | 1989 | 1988 |
| MURIATE | | | | | | | | | | | | |
| Special Std | 15 | - | | 20,495 | | 21,180 | - | - | - | - | 20,510 | 21,180 |
| Standard | 14,240 | 8,643 | | 90,295 | | 256,855 | 16,156 | 14,378 | - | 1 | 120,691 | 279,877 |
| Chemical | - | - | | - | | - | 5,403 | 5,876 | 396 | 274 | 5,799 | 6,150 |
| Coarse | 157,542 | 187,273 | | 10,447 | | 11,951 | - | - | - | - | 167,989 | 199,224 |
| Granular | 96,482 | 116,849 | | 23,569 | | 27,615 | - | - | - | - | 120,051 | 144,464 |
| Soluble | 14,947 | 22,003 | | 7,027 | | 18,711 | 9,353 | 9,713 | 20,135 | 11,521 | 51,462 | 61,948 |
| TOTAL: | 283,226 | 334,768 | | 151,833 | | 336,312 | 30,912 | 29,967 | 20,531 | 11,796 | 486,502 | 712,843 |

**POTASH & PHOSPHATE INSTITUTE**
**REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES**
**BY U. S. PRODUCERS**
(Short Tons K20)

**NOVEMBER 1989**

| | PRODUCTION | | | ENDING INVENTORY November 30 | | | | DISAPPEARANCE | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1989 | NOV | 1988 | MINE SITE | OFFSITE | 1989 | 1988 | 1989 | NOV | 1988 |
| MURIATE | | | | | | | | | | |
| Standard | 38,769 | | 66,176 | 79,114 | -83 | 79,031 | 94,690 | 42,103 | | 45,929 |
| Chemical | 1,406 | | 1,671 | 1,495 | - | 1,495 | 1,777 | 944 | | 856 |
| Coarse | 13,610 | | 13,008 | 22,862 | - | 22,862 | 19,009 | 11,630 | | 11,836 |
| Granular | 71,073 | | 51,659 | 110,448 | 8,287 | 118,735 | 58,068 | 44,507 | | 33,996 |
| Soluble | 1,185 | | 2,809 | 8,187 | - | 8,187 | 6,997 | 1,730 | | 3,383 |
| Sulphates | 29,148 | | 22,250 | 74,094 | 15,593 | 89,687 | 61,611 | 34,488 | | 15,793 |
| TOTAL: | 155,191 | | 157,573 | 296,200 | 23,797 | 319,997 | 242,152 | 135,402 | | 111,793 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | | EXPORTS | U.S. & CANADA | | EXPORTS | | NOVEMBER | |
| | 1989 | NOV | 1988 | 1989 NOV 1988 | 1989 | NOV 1988 | 1989 | NOV 1988 | 1989 | 1988 |
| MURIATE | | | | | | | | | | |
| Standard | 16,498 | | 14,386 | 15,698 20,351 | 11,357 | 9,460 | 220 | - | 43,773 | 44,197 |
| Chemical | - | | - | - - | 597 | 884 | 303 | 454 | 900 | 1,338 |
| Coarse | 7,846 | | 9,358 | 3,388 2,058 | - | - | - | - | 11,234 | 11,416 |
| Granular | 44,142 | | 30,216 | 1,333 2,414 | - | - | - | - | 45,475 | 32,630 |
| Soluble | 1,184 | | 2,761 | - - | 432 | 650 | - | - | 1,616 | 3,411 |
| Sulphates | 17,161 | | 13,783 | 17,378 1,936 | 589 | 578 | - | - | 35,128 | 16,297 |
| TOTAL: | 86,831 | | 70,504 | 37,797 26,759 | 12,975 | 11,572 | 523 | 454 | 138,126 | 109,289 |